

# EXHIBIT E

# ORIGINAL

UNITED STATES DISTRICT COURT

FOR THE DISTRICT OF DELAWARE

In re: INACOM CORP., et al.,

-----x  
INACOM CORP., on behalf of all  
affiliated Debtors,

Plaintiff,

-against-

TECH DATA CORP.,

Defendant.

Civ Act No.  
04-148 GMS  
Adversary No.  
02-03496 PJW

-----x  
INACOM CORP., on behalf of all  
affiliated Debtors,

Plaintiff,

-against-

DELL COMPUTER CORPORATION,

Defendant.

Civ Act No.  
04-582 GMS  
Adversary No.  
02-03499 PJW

-----x  
INACOM CORP., on behalf of all  
affiliated Debtors,

Plaintiff,

-against-

LEXMARK INTERNATIONAL, INC.,

Defendant.

Civ Act No.  
04-583 GMS  
Adversary No.  
02-03500 PJW

-----x  
INACOM CORP., on behalf of all  
affiliated Debtors,

Plaintiff,

-against-

INGRAM ENTERTAINMENT, INC.,

successor in interest to

NASHVILLE COMPUTER LIQUIDATORS,

Defendant.

Civ Act No.  
04-593 GMS  
Adversary No.  
02-03960 PJW

-----x  
July 28, 2005

9:11 a.m.

Deposition of JASON FENSTERSTOCK

Computer Reporting Incorporated

**CRI**

501 Fifth Avenue New York, NY 10017  
(212) 986-1344 Fax (212) 983-9149 www.crinyc.com

July 28, 2005

9:11 a.m.

Deposition of JASON FENSTERSTOCK,  
held at the offices of Pachulski Stang Ziehl  
Young Jones & Weintraub, 780 Third Avenue,  
New York, New York, pursuant to Agreement,  
before John Ianno, Jr., a Notary Public of  
the State of New York.

A P P E A R A N C E S:

PACHULSKI STANG ZIEHL YOUNG

JONES & WEINTRAUB

Attorneys for Plaintiff

10100 Santa Monica Blvd.

Los Angeles, California 90067-4100

BY: ANDREW W. CAINE, ESQ.,

of Counsel

ADORNO & YOSS, LLP

Attorneys for Tech Data Corp.

350 East Las Olas Boulevard

Ft. Lauderdale, Florida 33301

BY: STEPHEN HUNT, ESQ., (By Telephone)

of Counsel

A P P E A R A N C E S: (Cont'd):

HUGHES LUCE LLP

Attorneys for Dell Computer Corp.

111 Congress Avenue Suite 900

Austin, Texas 78701

BY: H. ROBERT POWELL, ESQ.,

SABRINA L. STRUESAND, ESQ.,

of Counsel

STOLL KEENON & PARK LLP

Attorneys for Lexmark International

400 West Market Street

Louisville, Kentucky 40202-3377

BY: CULVER V. HALLIDAY, ESQ.,

of Counsel

A P P E A R A N C E S: (Cont'd):

SHEPPARD MULLIN RICHTER & HAMPTON LLP

Attorneys for Ingram Entertainment

650 Town Center Drive 4th Floor

Costa Mesa, California 92626-1993

BY: JONATHAN P. HERSEY, ESQ.,

of Counsel

BLANK ROME LLP

Attorneys for Executive Sounding Board

One Logan Square

Philadelphia, Pennsylvania 19103-6998

BY: EARL M. FORTE, ESQ.,

of Counsel

ALSO PRESENT:

DEAN VOMERO

RICHARD A. WHALEN

1

2       **J A S O N     F E N S T E R S T O C K ,**

3           called as a witness, having been first duly  
4           sworn by the Notary Public (John Ianno, Jr.),  
5           was examined and testified as follows:

6                       **(Plaintiff's Exhibits 1 through 8,**  
7           expert reports and related documents, marked  
8           for identification, as of this date.)

9       **EXAMINATION BY**

09:11:30 10       **MR. CAINE:**

11           Q.     Good morning. Could you please state  
12           your name for the record.

13           A.     Jason Forbes Fensterstock.

14           Q.     Could you spell your name for the  
09:11:44 15           record.

16           A.     J A S O N , F O R B E S , F E N S T E R  
17           S T O C K .

18           Q.     Are you currently employed?

19           A.     Yes.

09:11:54 20           Q.     By whom, or what entity?

21           A.     Alix Partners.

22           Q.     What is your current business address,  
23           please?

24           A.     9 West 57th Street, New York, New  
09:12:07 25           York.

1 **J. Fensterstock**

2 See that?

3 A. Yes.

4 Q. What circumstances were you referring  
10:07:42 5 to?

6 A. All of the company circumstances, as  
7 of April 17.

8 Q. Why was April 17 chosen?

9 A. That was the date that counsel asked  
10:07:58 10 us to make our assessment as of.

11 Q. Why was not April 22nd chosen?

12 A. I believe April 17 was the date after  
13 which all of the clients that have retained us, by  
14 that date all of the payments that are subject to  
10:08:33 15 attack in this action had been received, and there  
16 was no need to go beyond that date.

17 Q. In the course of preparing your  
18 report, did you use any information of which  
19 Inacom became aware after April 17th?

10:09:01 20 A. Could you just please repeat that  
21 question.

22 Q. Sure. In the course of preparing your  
23 report, Exhibit 1, did you use any information of  
24 which Inacom became aware after April 17th?

10:09:29 25 A. In the course -- no.



1 **J. Fensterstock**

2 Q. So if something happened on April 18th  
3 and Inacom became aware of, you didn't use it in  
4 your report?

10:09:44 5 A. Except as set forth in this paragraph,  
6 we used the income statements and balance sheet as  
7 of the end of the April fiscal month for Inacom,  
8 and if there were liabilities that were not on  
9 that April 22nd balance sheet, but because of  
10:10:40 10 information that became available to the company  
11 between the 17th and the 22nd, we wanted to adjust  
12 the liabilities to include those, so that the  
13 liabilities would not be understated.

14 Q. So do I understand you to say that any  
10:11:15 15 liabilities that may have been discovered between  
16 April 17 and April 22nd were included in your  
17 report?

18 A. Yes.

19 Q. Was there any other information of  
10:11:35 20 which the company may have become aware after  
21 April 17th, that you included in your report?

22 A. No, other than that which was  
23 reasonably foreseeable on April 17th. If it was  
24 not reasonably foreseeable at April 17th it would  
10:12:06 25 not be included in our report.

1 **J. Fensterstock**

2 Q. As you sit here today, can you  
3 identify any developments that were reasonably  
4 foreseeable at April 17th that you included or  
10:12:16 5 incorporated into your analysis?

6 A. Only those related to the balance  
7 sheet adjustment to liabilities, that we  
8 previously discussed.

9 Q. What were those balance sheet  
10:12:31 10 adjustments to liabilities? I don't mean the  
11 numbers, I mean what were the liabilities related  
12 to?

13 A. We reviewed the convertible debt  
14 associated with the missed preferred stock of  
10:13:04 15 Vanstar. We reviewed the -- something called  
16 misdirected payments. We reviewed something known  
17 as the overpayment made by Compac in connection  
18 with its purchase of the distribution and  
19 configuration business from Inacom in February of  
10:13:25 20 2000. I believe that encompasses all, if --  
21 substantially all, if not all, of what I was  
22 referring to.

23 Q. In the course of preparing your  
24 report, or thereafter, did you become aware of any  
10:13:55 25 information not known or reasonably foreseeable to

1 **J. Fensterstock**

2 Inacom at April 17, that would have implication  
3 for its financial condition as of April 22nd?

4 A. No.

10:14:14 5 Q. Had you become aware of any such  
6 event, or information, would it have been  
7 appropriate to include it in your analysis?

8 A. Would you kindly repeat the question.

9 Q. Sure. Read it back.

10:15:38 10 (Record read.)

11 A. If I understand the question  
12 correctly, any information which was not known or  
13 reasonably foreseeable as of April 17th, that  
14 became available after April 17th, would not be  
10:15:58 15 included in our analysis as of April 17th. If it  
16 was not known or reasonably foreseeable as of  
17 April 17th. I hope that is responsive.

18 Q. I understand that that is the manner  
19 in which you prepared this report. My question  
10:16:19 20 is: If you became aware, during the course of  
21 preparing this report, of information that had  
22 material implication for Inacom's financial  
23 condition as of April 22nd, even though that  
24 information wasn't known or reasonably foreseeable  
10:16:39 25 as of April 17th, would it have been appropriate

1 **J. Fensterstock**

2 for you to incorporate into your analysis?

3 A. I don't believe so.

4 Q. Why not?

10:16:48 5 A. Because we were asked to value Inacom  
6 at a certain -- at a given date, and in any  
7 valuation process, there is a time frame beyond  
8 which no more data is available. There is a  
9 curtain that's drawn, you can't see beyond that  
10:17:26 10 curtain, it becomes guesses. So you don't go  
11 beyond that curtain in your analysis.

12 I think someone asked a question about  
13 valuation of airplanes. I think that's a good  
14 analogy. If you are going to value a 747 on June  
10:17:59 15 30th of 2001, and the valuation is being asked  
16 for, relative to June 30th, and your work is to be  
17 done as of June 30th, only based upon information  
18 that was known at June 30th, or could have been  
19 known at June 30th, one would not forecast,  
10:18:32 20 project, guess, that on September 11th of 2001,  
21 some crazies were going to crash into the World  
22 Trade Center and do other terrible damage. So one  
23 would value those, that 747, without giving effect  
24 to what occurred on September 11th.

10:19:01 25 Q. Have you finished your answer?

1 **J. Fensterstock**

2 A. Yes.

3 Q. Is there any particular place in  
4 Exhibit 1, your May 2 report, to which you can  
10:50:34 5 point, that shows the analysis that went into that  
6 conclusion?

7 A. Which conclusion?

8 Q. That Inacom was able to pay its debts  
9 as it became due on April 22, 2000, without having  
10:50:50 10 to restructure its debt or sell any of its assets  
11 outside the ordinary course of business.

12 A. That was a background conclusion we  
13 did not provide the bases for in this report.

14 Q. What sorts of information did you use  
10:51:26 15 to come to that background conclusion?

16 A. All of the discovery documents that I  
17 reviewed, which included thousands of pages, among  
18 other items that I would highlight, which is a  
19 very short portion of the total list, would  
10:51:48 20 include the income statements for the four weeks  
21 ending April 22nd, which had the company at a \$63  
22 million revenue run rate for four weeks, which  
23 implies a \$820 million annual revenue run rate,  
24 with historical gross margins between 30 and 40  
10:52:12 25 percent, with projected gross margins of 34 to 35

1 **J. Fensterstock**

2 percent, which gross margins had plenty of  
3 historical bases for in the calendars years '96,  
4 '7, '8, '9, all of which data had been reviewed  
10:52:32 5 for over a year and a half by Goldman Sachs, a  
6 world class investment banking firm, Houlahan  
7 Lokey, in its solvency opinion, Compac, in its  
8 determination that it was entering into a \$55  
9 million subordinated loan agreement, a three year,  
10:52:46 10 \$420 million services and supply agreement, which  
11 was expected to produce 10 percent EBITDA margins  
12 on that 420 million, a distribution agreement  
13 which was 3 and a half percent sales, and a  
14 cooperation agreement which -- between Compac and  
10:53:06 15 Inacom, which provided for a transition of --- a  
16 transition period to work together, all of which  
17 intended long-term -- and excluding -- including  
18 the third and fourth bank amendments, pursuant to  
19 which Deutsche Bank was the agent bank, various  
10:53:32 20 borrowing base certificates, which showed  
21 availability, and the list is very lengthy, but  
22 that's a small portion of it.

23 Q. Can you recall any other documents?

24 A. I think those are the highlighted  
10:53:50 25 ones. I could go on and on and on, but I think

1 **J. Fensterstock**

2 those are the ones that would be primary in my  
3 thinking, but all of the others are included in my  
4 thinking because I personally viewed all of those  
10:54:02 5 documents.

6 Q. Can you recall any others?

7 A. Not at this time.

8 Q. Can you identify for me, again, the  
9 April, 2000 document that you referred to in that  
10:54:21 10 last answer?

11 A. There was an income statement for the  
12 four week period ending April 22nd, which  
13 provided -- there were several forms of that same  
14 income statement in the documents.

10:54:36 15 There was \$63 million of revenue for  
16 the four weeks ending April 22nd. If I'm not --  
17 if my memory is correct, the gross margin at that  
18 time for that four week period was 28 percent or  
19 so, and this was in a time frame in which almost  
10:54:55 20 all, in fact every one of the participants that I  
21 had mentioned, including Houlahan, Goldman,  
22 Greenhill, Deutsche Bank, Compac, and all the  
23 syndicate banks, in the agent facility, had  
24 understood that the March, April, May time frame  
10:55:17 25 for Inacom would be suboptimal, and that after

1 **J. Fensterstock**

2 that period both revenues and margins would  
3 improve as the company was able to further  
4 downsize its operating costs, and the cash savings  
10:55:33 5 and resultant increase in EBITDA would kick in  
6 subsequently.

7 Q. Do you know if the April income  
8 statement, to which you just referred,  
9 incorporated any misdirected payment?

10:56:05 10 A. Misdirected payments would not be  
11 included in an income statement item, they would  
12 be balance sheet items.

13 Perhaps it would enter into some  
14 interest adjustment on the income statement, but  
10:56:21 15 that would be the -- and that interest adjustment  
16 would clearly not factor into either gross margin  
17 or EBITDA document calculations, since interest is  
18 an item below those calculations on an income  
19 statement.

10:56:39 20 Q. There was no balance sheet connected  
21 to the document to which you have been referring,  
22 the April income statement?

23 A. There was a consolidated balance sheet  
24 as of April 22nd.

10:56:52 25 Q. Did that balance sheet include --



1 **J. Fensterstock**

2 A. That I saw.

3 Q. Did that balance sheet include any  
4 misdirected payments?

10:57:00 5 A. We believe that it did.

6 Q. Did it include any liability for the  
7 \$42 million overpayment by Compac?

8 A. May I take a moment to refresh my  
9 recollection?

10:57:31 10 Q. Sure.

11 A. We believe it did.

12 Q. You don't have the document in front  
13 of you today to check?

14 A. Correct, I don't have the document in  
10:59:06 15 front of me to check.

16 Q. Still on page 16, if you could look at  
17 the last bullet point. I'd like you to hold that  
18 page and at the same time turn to page 46 of your  
19 report. I direct your attention to the line item  
10:59:47 20 that says intangible assets and deferred income  
21 tax. See that?

22 A. Yes.

23 Q. On page 16 you indicate that you  
24 attribute no value to the company's significant  
11:00:05 25 tax attributes; correct?

1 **J. Fensterstock**

2 **MR. POWELL:** How does he do that?

3 Q. Tell me what they were. What  
4 documents did you use?

11:11:06 5 A. Among others, I refer you to pages 50  
6 and -- among others I refer you to page 50 of our  
7 report.

8 Q. Did you use all of the documents  
9 referenced on page 50 in coming to your review of  
11:11:45 10 the company's historical performance and revenue  
11 projections for 2000 through 2002?

12 A. Those on page 50 that were pertinent  
13 to that, we used.

14 Q. Did you use documents from the  
11:12:05 15 Blackstone Group referenced in the top right-hand  
16 corner of page 50?

17 A. No.

18 Q. In any part of your analysis contained  
19 in any of your reports, did you use projections  
11:12:53 20 prepared by the Blackstone Group?

21 A. No.

22 Q. Why not?

23 A. I referred back to our earlier  
24 questions and answers concerning what data was  
11:13:10 25 used in connection with our analysis as of the

1 **J. Fensterstock**

2 valuation date, and Blackstone Group data was not,  
3 to my best knowledge, contemplated, or in  
4 existence, until sometime after the valuation  
11:13:36 5 date.

6 Q. Do you recall when those Blackstone  
7 projections were performed?

8 A. To my best recollection, sometime in  
9 May.

11:13:50 10 Q. Do you recall for what time period the  
11 projections applied?

12 A. Which projections?

13 Q. The Blackstone projections.

14 A. Not offhand at this time.

11:14:02 15 Q. Did it overlap any of the time periods  
16 for which you were considering projections, that  
17 is, 2000 through 2003?

18 A. I don't recall.

19 Q. In the course of reviewing the  
11:14:36 20 company's historical performance, did you use any  
21 actual performance data for the year 2000?

22 A. Could you please repeat the question.

23 Q. Sure. The first bullet point, you  
24 indicate you conducted a ten year DCF analysis  
11:14:59 25 based on the company's historical performance, and

1 **J. Fensterstock**

2 revenue projections for 2000 through 2002;  
3 correct?

4 A. Yes.

11:15:07 5 Q. Did you review the company's actual  
6 performance for any of the time periods during the  
7 year 2000?

8 A. Yes.

9 Q. What time period?

11:15:20 10 A. The whole time period of 2000, prior  
11 to our valuation date.

12 Q. Did you use that actual data, for  
13 January 1 through April 22, 2000, in preparing  
14 your discounted cash flow analysis?

11:15:50 15 A. Did we use the actual data?

16 Q. Yes.

17 A. In preparing our discounted cash flow  
18 analysis?

19 Q. Yes.

11:17:01 20 A. In part, yes.

21 Q. How can I tell that from your report?

22 A. If you go to Exhibit B, and  
23 specifically if you go to B-3, that is where you  
24 will find the historical -- the only -- that is  
11:17:32 25 where you will find, when you say use, there are

1 **J. Fensterstock**

2 two different ways to use data, among others. One  
3 is to incorporate specific numbers into an Excel  
4 spreadsheet, and the other one is to observe the  
11:17:49 5 data and have it factor into judgments made with  
6 respect to analyses.

7 In Exhibit B you will see some of the  
8 specific numbers we used in our Excel  
9 spreadsheets, what you cannot see is how the data  
11:18:07 10 we observed for calendar 2000 leading up to April  
11 22, factored into our judgments concerning our DCF  
12 analysis.

13 Q. Let's talk about each of the ways in  
14 which you can use data. Are the actual  
11:18:26 15 performance numbers for Inacom, for the service  
16 business from January 1, through April 22, 2000,  
17 in your data?

18 A. Balance sheet numbers, as of April  
19 22nd, are in our Excel spreadsheets that were used  
11:18:53 20 in the discounted cash flow analysis.

21 Q. What about revenue?

22 A. Revenue leading up to the date April  
23 22nd, was reviewed by all of us, but is not set  
24 forth for the stub period, because of two factors.  
11:19:26 25 One factor is that the DCF analysis is for the

1 **J. Fensterstock**

2 future cash flows. You are discounting back  
3 future cash flows. You look at historical income  
4 statement and balance sheets to put the future  
11:19:47 5 into some type of a context.

6 In the context of this analysis, much  
7 of the financial data that we had for the period  
8 January 1 through April 22nd of 2000, included pre  
9 and post sale to Compac, data, did not include the  
11:20:24 10 expense reduction program that was thought through  
11 and contemplated by Inacom. Did not include, for  
12 example, the large services and supply arrangement  
13 between Compac and Inacom for \$420 million of  
14 revenues, with \$85 million obligated in calendar  
11:20:52 15 2000 and 125 in 2001, and 145 in 2002, with the  
16 associated 10 percent EBITDA margins that were  
17 expected as presented to the board by Goldman  
18 Sachs in January of 2000, and so we had some  
19 degree of difficulty basing the future on -- let's  
11:21:22 20 just say 60 days from February 15th to April 22nd,  
21 where the data was not parsed out adequately.

22 So although we reviewed it, our  
23 footnotes would have been extensive if we had just  
24 copied that data and put it into historical  
11:21:42 25 context in Exhibit B, and we simply did not do

1 **J. Fensterstock**

2 that, but we went through all of the exercise that  
3 I have been trying to summarize for you.

4 Q. Did you, in that same exercise, use  
11:22:15 5 historical performance data for prior years?

6 A. Yes, for the service business.

7 Q. Correct. Do I understand you  
8 correctly you did use service business performance  
9 data from prior years as a source for looking  
11:22:41 10 forward, but you did not use the January 21, to  
11 April 22, 2000 service data as a source for  
12 looking forward?

13 A. We did not have -- the answer to that  
14 is yes, because we had four -- among others, four  
11:23:02 15 pieces of paper produced in the discovery, which  
16 were for calendar years and quarters in those  
17 calendars years in '99, '98, '97, and '96, which  
18 gave us 16 quarterly data points on the revenues  
19 and gross margins associated with the historical  
11:23:26 20 service business. When it came to January through  
21 February 15th, and February 15th through April  
22 22nd, we did not have a clear picture of the gross  
23 margin for the service business loan except, to my  
24 best recollection, as we saw the first full month  
11:24:05 25 that was broken out, March may have been as well,

1 **J. Fensterstock**

2 but the first full month that we focused on, with  
3 great weight, not because of anything other than  
4 we thought it was the business data point, and the  
11:24:21 5 last good data points was the four weeks ending  
6 April 22nd, which was Inacom, and clearly Inacom,  
7 post the sale of the distribution business, and  
8 even reflected a 28 percent gross margin and a  
9 \$820 million annual revenue run rate without the  
11:24:47 10 benefit of any noticeable portion, or any portion  
11 of the \$85 million of revenue that was to come to  
12 Inacom from Compac, pursuant to the  
13 distribution -- sales and service agreement that  
14 also had an expected 10 percent EBITDA margin  
11:25:08 15 attached to it, as set forth in the January  
16 Goldman board presentation.

17 Q. Okay, back to page 21. In the second  
18 bullet point -- why don't I give you a moment to  
19 read that to yourself. Have you had a chance to  
11:26:30 20 do so?

21 A. Yes.

22 Q. In the second sentence you say, "as a  
23 result, Inacom's financial statements do not  
24 provide a clear basis for projecting long-term  
11:26:38 25 EBITDA margins for its service business."